

**LAND  
ENERGY  
PEOPLE**

**WESTERN LAND SERVICES**

*AN EMPLOYEE OWNED COMPANY*



# COMPANY PROFILE

OUR PROFESSIONALS BRING **LAND, ENERGY, & PEOPLE** TOGETHER, EXECUTING EVERY PROJECT WITH THE ENTHUSIASM, INTEGRITY, AND EXPERTISE IT DESERVES.

Formed in 1974, Western Land Services (WLS) is a full-service brokerage and consulting firm offering an expansive portfolio of land services. From full project management to individual support services, we deliver our best in class promise through committed personnel, cost effective solutions, quick project turnaround, and consistent results.

While we specialize in the integration of all service lines, we also realize the need for selective services at times, and therefore embrace each project as its own. Supporting clients from project inception to completion, WLS is your one stop shop for success.



**WESTERN LAND SERVICES**

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**PG 2**

**States Worked**

**PG 3-4**

**Industries Served**

**PG 5**

**Areas of Expertise**

**PG 6**

**WLS Leadership**

**PG 7-22**

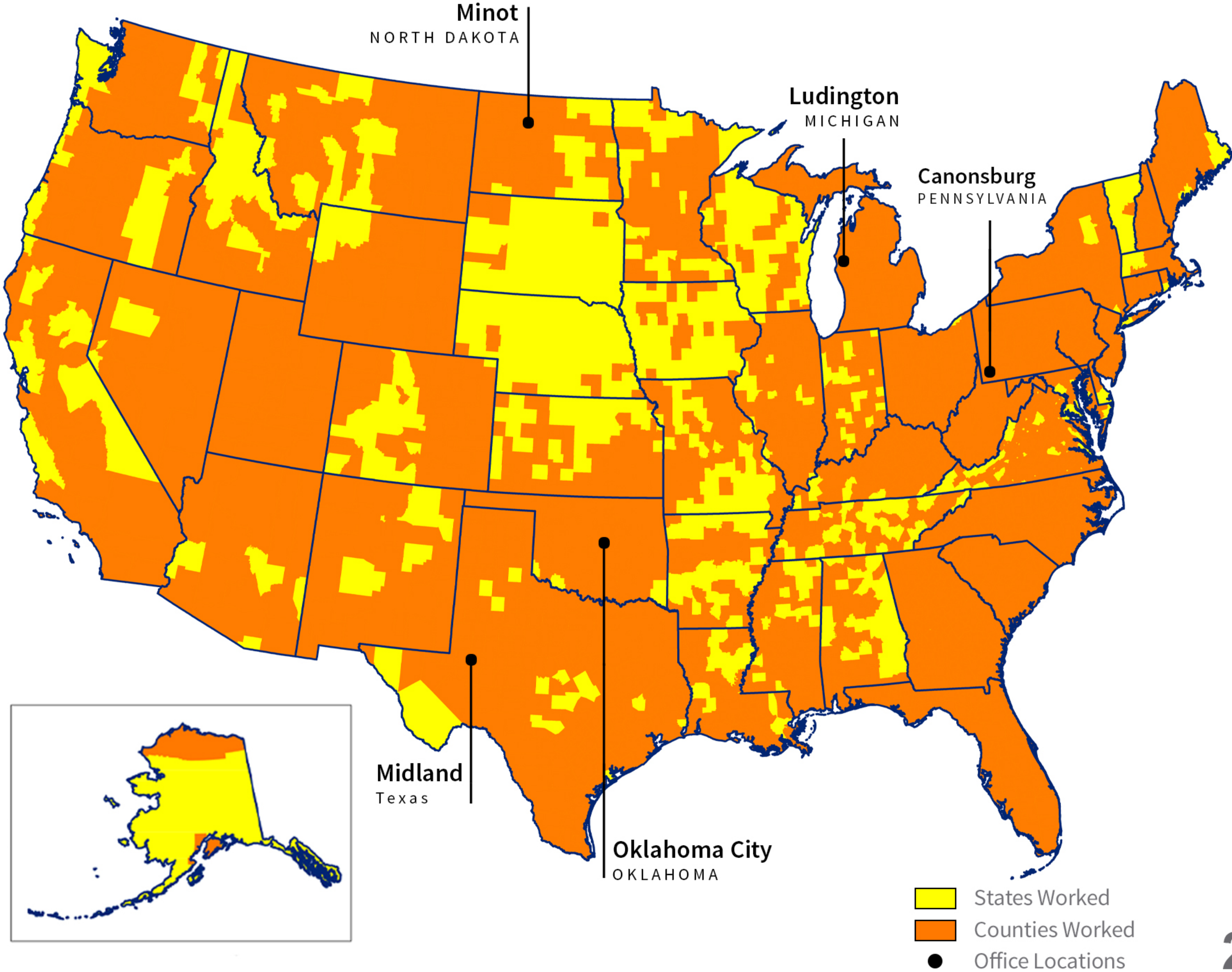
**Service Lines**

[www.WesternLS.com](http://www.WesternLS.com)



# NATIONAL PRESENCE

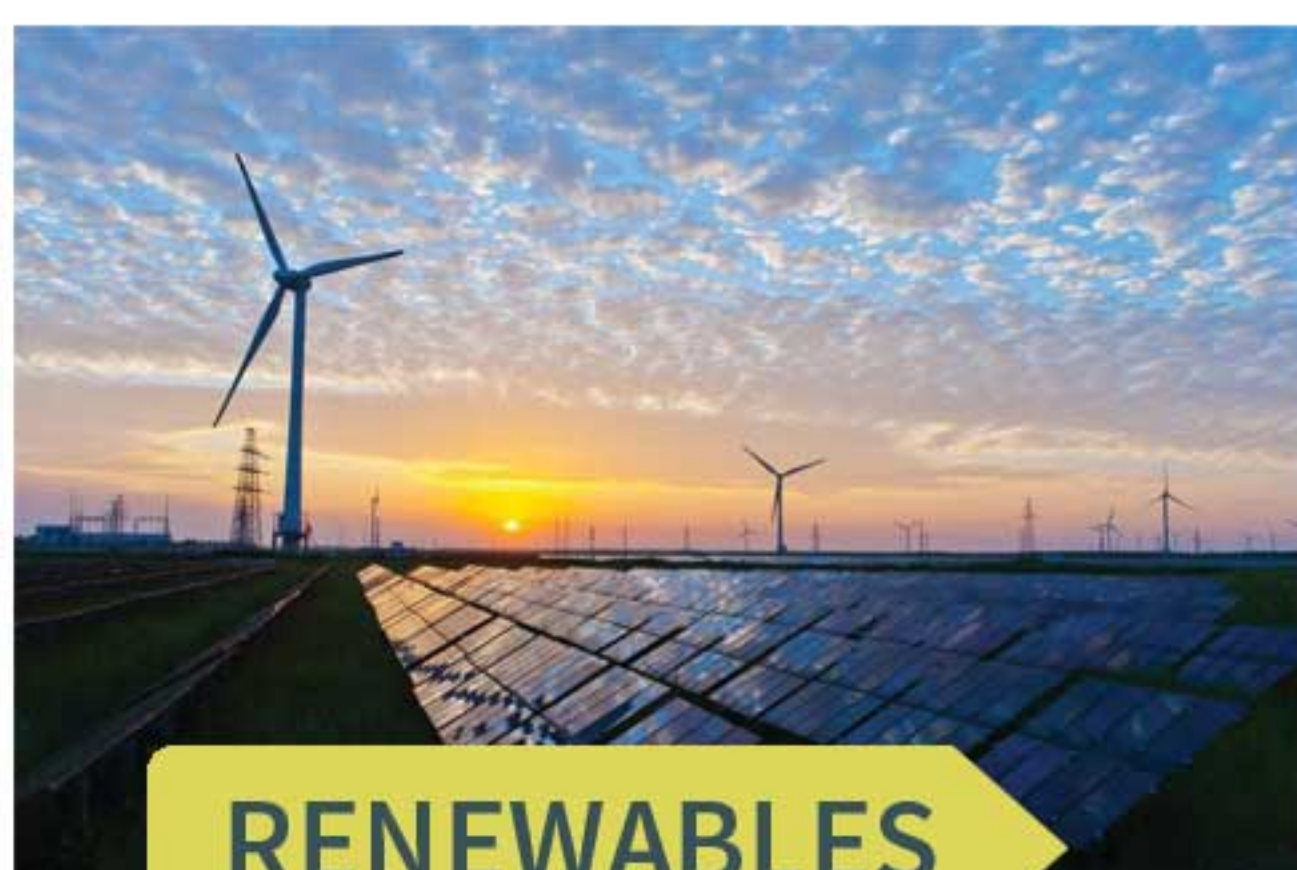
OVER THE LAST 45+ YEARS, WLS HAS DEVELOPED A NATIONAL FOOTPRINT OF EXPERTISE, MAINTAINS AN ACTIVE PRESENCE ACROSS THE COUNTRY, AND HAS A LONG, SUCCESSFUL HISTORY OF GEARING UP QUICKLY IN NEW AREAS NOT PREVIOUSLY WORKED.





# WLS INDUSTRIES SERVED

Strategically positioned to support the emerging overhaul of America's electric grid in the new age of energy, WLS offers an expansive portfolio of services across industries, has developed a nationwide footprint of expertise and maintains a large and active presence across the country.



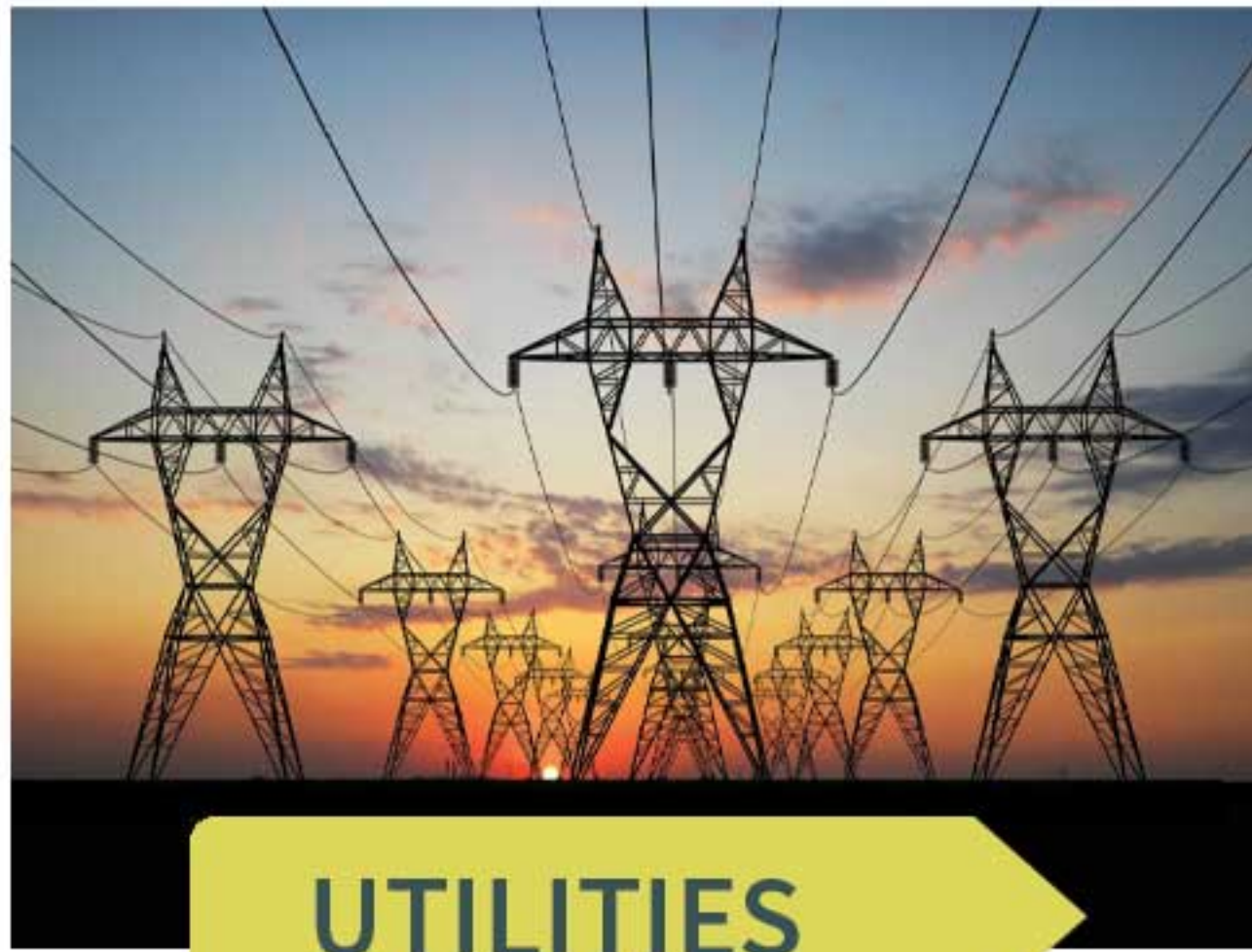
With over two decades of experience working on renewable projects across the nation, and a dedicated Renewables Division, we are well positioned to support your project development needs from start to finish. Our team is versed in site identification and viability research, acquisition, BPO/administrative support, and coordination of title research via partnerships with national underwriters.

WLS has been servicing the Oil & Gas industry for over 45 years, offering a one stop shop for all things land to an assortment of organizations in this sector. Whether you are a mineral/royalty buying organization, E&P, Non-Op, Law Firm, Investment Firm, or midstream company, WLS can help expand and strengthen your infrastructure and assets throughout the United States.



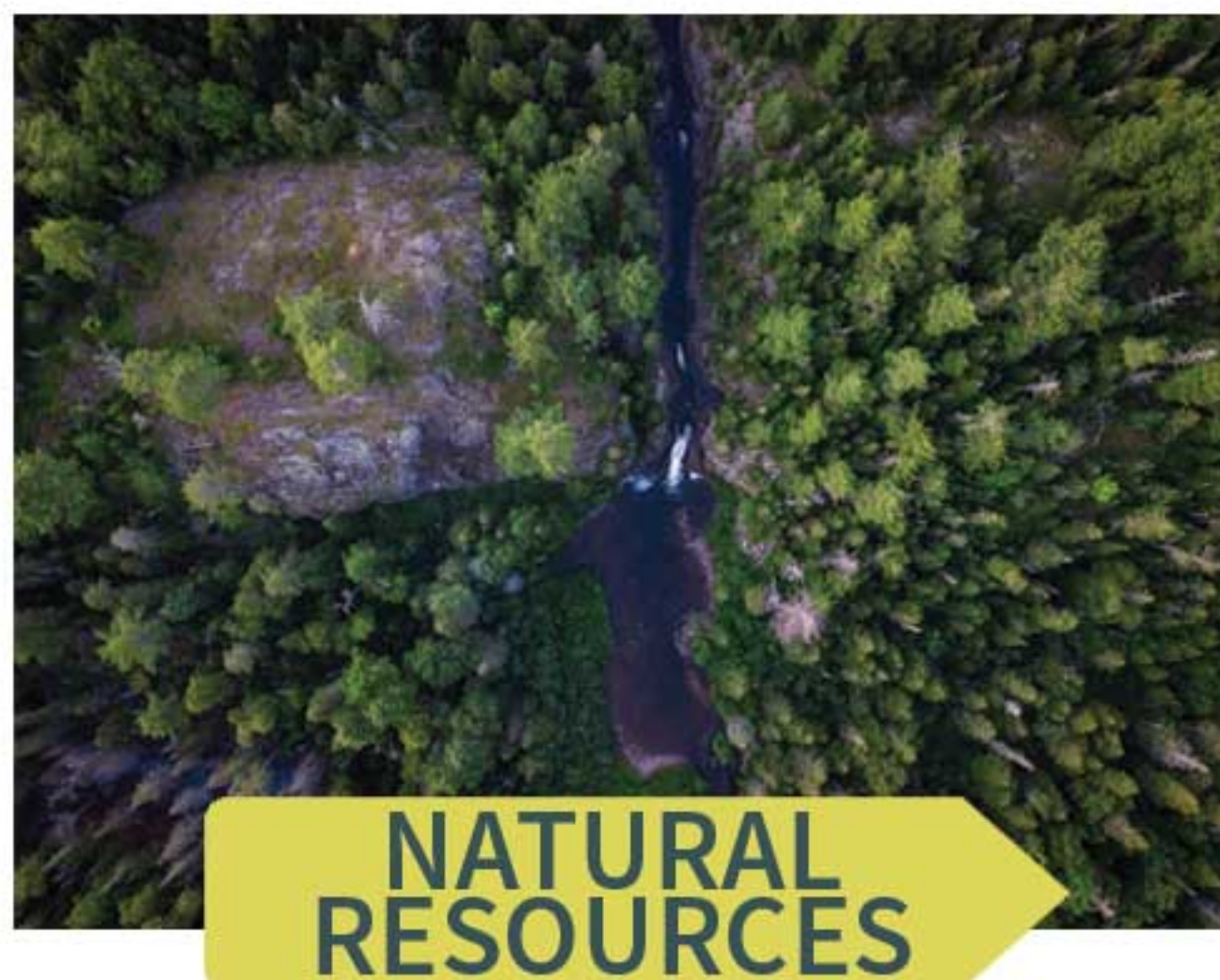
The real estate market can be volatile, and is often intertwined in the energy market. Finding ways to stay competitive in a complex industry means implementing strategies that not only deliver the best results, but ones that minimize risk and increase efficiency. Understanding how to navigate intricate title flow is critical in this space. WLS clients and partners appreciate our knowledge of land (both surface and subsurface), our attention to turnaround time and quick mobilization, and our ability to handle the unique needs of underwriters in the residential, commercial and industrial real estate sectors.





Utilities are essential services that play a vital role in economic and social development. The challenges of staying cost-effective in this stiffly competitive and quickly evolving market can seem overwhelming, but WLS will ensure your project is completed on time, within budget and to your ultimate satisfaction, helping you build strong relationships with government agencies and the community at large.

The need for connectivity and infrastructure continues to grow across the United States, whether it relates to transportation, energy distribution and transmission, fiber and utility accessibility, or other resources. WLS has performed right of way services for over 45 years for various organizations in need of acquiring, managing or transferring land rights for new construction, infrastructure replacement projects, or assessment / auditing requirements.















WLS offers a suite of services conducive to organizations managing land, water, timber, hard minerals and other natural resources to best maximize their collection and use while minimizing negative effects to the environment. Our knowledgeable team can assist in tracking timber harvests in the Pacific Northwest, performing title on timberland transactions in the Northeast, negotiating water rights in the Southwest, mapping mineral deposits in Appalachia or anything in between!

The WLS team has collectively worked with a multitude of local, State and Federal agencies across the county; including the Bureau of Land Management, Bureau of Indian Affairs, and Departments of Defense, Interior, Transportation and Environmental Protection. WLS also offers a robust portfolio of services directly to government agencies for their own internal needs, including GIS, BPO/administrative support, professional consulting services, and other specialized support functions whether it involves land, data, industry knowledge or human capital!





# AREAS OF EXPERTISE

-  PROJECT MANAGEMENT
-  ACQUISITION
-  GIS-MAPPING
-  TITLE
-  ABSTRACTING
-  BPO SERVICES
-  DUE DILIGENCE
-  CURATIVE
-  HEIRSHIP
-  OPERATIONS SUPPORT
-  REGULATORY & PERMITTING
-  SURVEY



# WLS LEADERSHIP TEAM



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# ACQUISITION

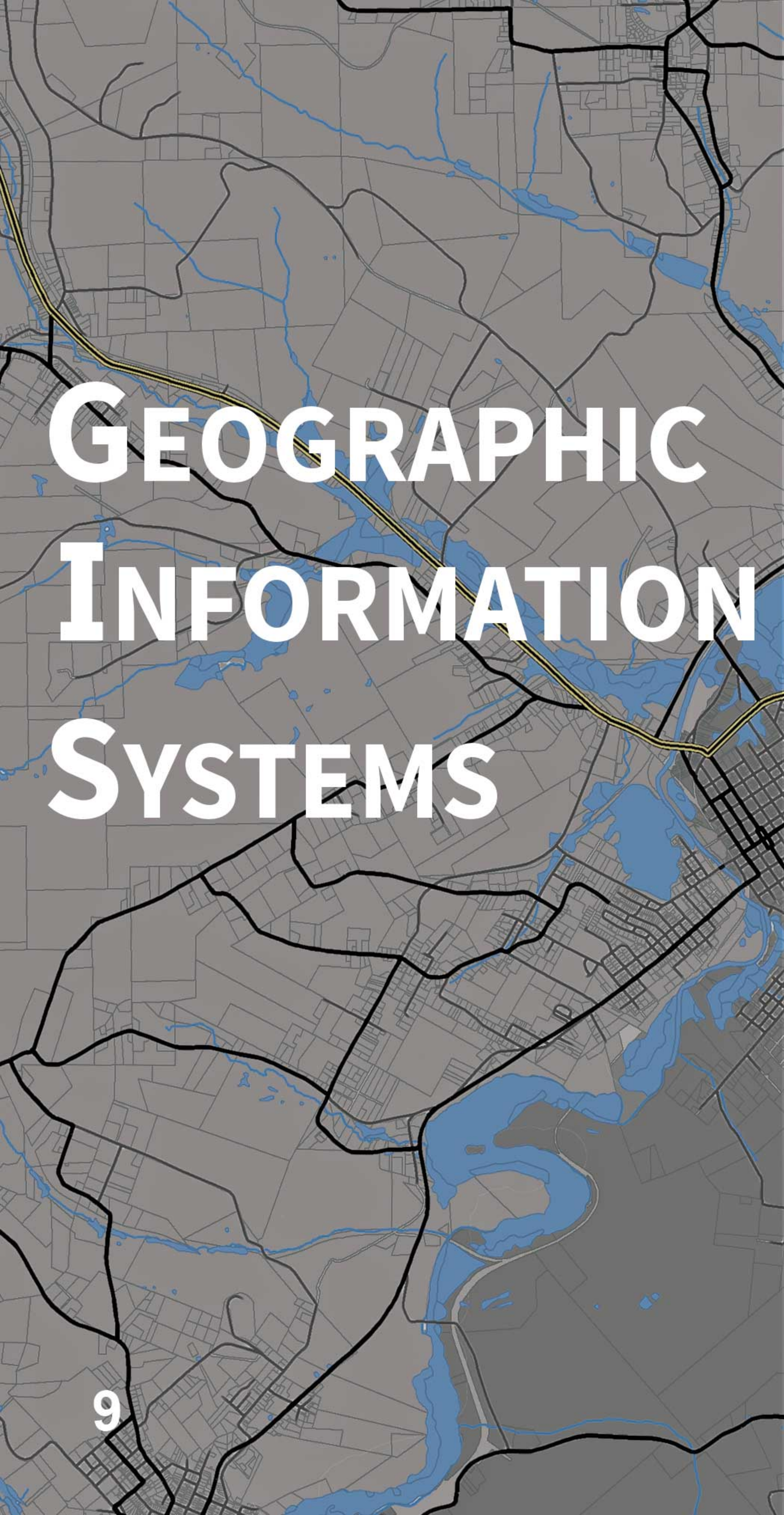
The knowledge and expertise of Team WLS, coupled with the efficiencies of our Project Management Platform (Compass) and network of acquisition agents, has allowed for the successful acquisition of over 10 million acres across the country in support of various industries, including Renewable, Oil & Gas, Right of Way, and Utility projects.

We also have 15+ years of experience arranging and overseeing mass signings, the largest of which contributed to acquiring over 47,000 gross acres for a single project. It is results like these that have earned us the reputation of a best in class land service provider. Our prompt mobilization skills, comprehensive resources & experience, and swift negotiation abilities allow us to produce results during these critical stages of the development process.

- » **Project Management**
- » **Surface Negotiations & Acquisition**
- » **Subsurface and Mineral Negotiations & Acquisition**
- » **Option, Lease Or Purchase Acquisition**
- » **Access Roads & Easement Acquisition**
- » **Private, State, Federal and BIA Nominations and leasing**
- » **Mass Lease Signings**
- » **Town Site Leasing**
- » **Drilling Unit Infill Leasing**
- » **Facility Site Acquisition**
- » **GIS, Title, Curative, and BPO / Administrative Services**







# GEOGRAPHIC INFORMATION SYSTEMS

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Across all industries, you will notice that WLS fuels its service lines with GIS directly and through our COMPASS platform, equipping project stakeholders with intel and tools they need for optimal performance and success. From direct support of long term projects to ad hoc requests, be it on-site or remote, **WLS provides the ultimate and flexible location intelligence experience.**

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- » **Asset Mapping**
- » **Site Analysis**
- » **Slope & Contour Digitization**
- » **Proposed and 'As Built' Exhibit Maps**
- » **Route & Line List Digitization & Maintenance**
- » **Encumbrance (Surface & Subsurface) Mapping**
- » **Deed Plotting**
- » **Oil & Gas Well Production Checks**
- » **Data Conversion & Optimization**
- » **Webmap Design, Development, & Workflow Creation**
- » **Geodatabase Design & Development**
- » **In-House & Remote Services**
- » **And More!**



# COMPASS

## WEBGIS



PA Wells	
API	015-20013
Operator	GOODWIN IND INC
Farm Name	LLOYD JONES
Farm Number	1
County	BRADFORD
Depth	1,250
Type	DRY
Completion Date	10/10/1990 8:00 PM
...	...
Zoom to	

ACCESS PROJECT DATA ON YOUR **COMPUTER, PHONE OR TABLET.**

Compass, our WebGIS based project management platform, brings together technology from Esri, Latitude Geographics, and Microsoft, generating a state of the art system to support our projects. With 24/7 access to resources in a secure, user friendly forum via internet, this centralized platform serves as a versatile management tool on all WLS projects, improving collaboration, communication, and coordination between stakeholders, and streamlining processes for cost efficiencies.

- » Real-Time Project Updates
- » Accelerated Research Capabilities
- » Navigate Seamlessly Between Projects
- » Track Acquisition, Title, Permitting, Etc.
- » Customizable & Automated Reports
- » Print PDF Maps
- » Attachment Capability
- » Secure Access

With WebGIS, field representatives and office staff can coordinate, collaborate, and communicate more effectively.

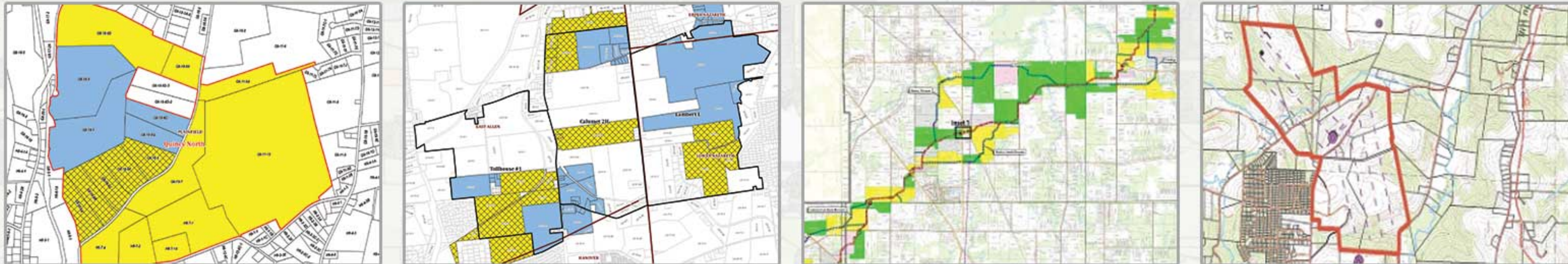


» Stay connected to your assets at all times.





# GIS LEASEHOLD DATABASE



WLS offers an invaluable resource to the energy industry: accurate & inclusive 3rd party competitor leasehold and unit data. Our fully attributed datasets represent the past 10-20 + years' worth of oil and gas activity on a per tract level. The Premise - transforming recorded leasehold documents (leases, assignments, unit declarations and more) into a GIS system for in-depth analysis and equipping you with information you need to make educated, timely decisions.

## PROCESS

- » Document collection via physical or online courthouse system
- » Mapping of documents via ArcGIS to generate leasehold layers
- » Retention of attributes (lessee, lessor, lease date, term, acres, depth, etc.)
- » Creation of supplemental possible HBP & unit boundary layers

## DELIVERABLES

- » Leasehold & unit shapefiles, file geodatabases, and/or Excel files
- » Web map, PDF map, and map/feature Services
- » Regular updates — monthly, quarterly, or yearly

## ADVANTAGES

- » Locate open acreage or expiring leases for top leasing opportunities
- » Identify opportunities for acquisitions, divestitures, or JVs
- » Pinpoint lessees along existing & proposed routes
- » Accelerate Title and Due Diligence research efforts
- » Save time and money – data is readily available



## WLS EMPLOYS A TEAM OF IN-HOUSE GIS SPECIALISTS FULLY DEDICATED TO MAINTAINING OVER 100 COUNTIES OF LEASEHOLD AND UNIT DATA.

Don't see coverage for a county? No problem – new geographies can be compiled in 3-10 weeks.

The quality is evident. From document collection, to mapping and maintenance, defined standard operating procedures are followed to generate consistent, reliable results.

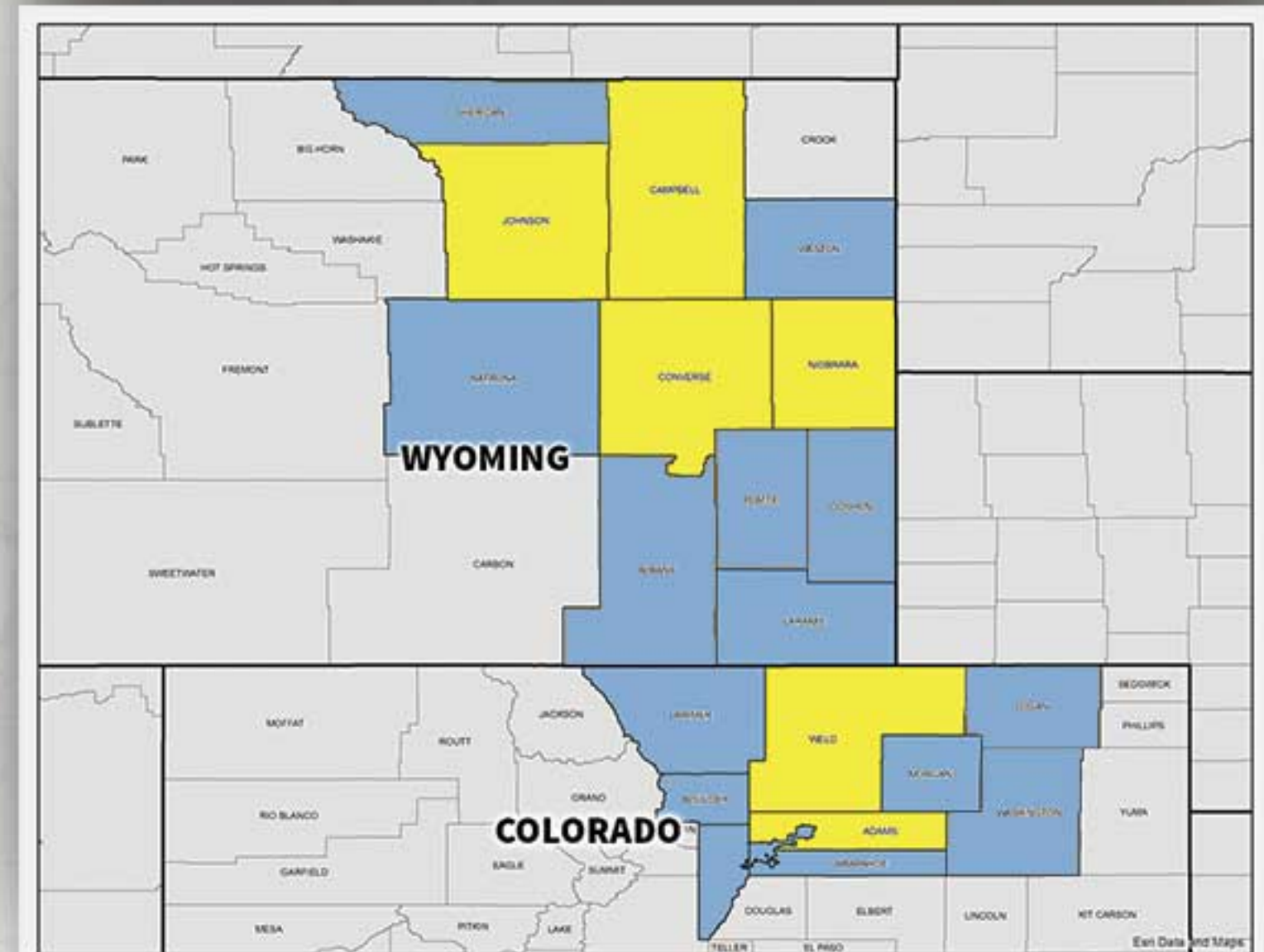
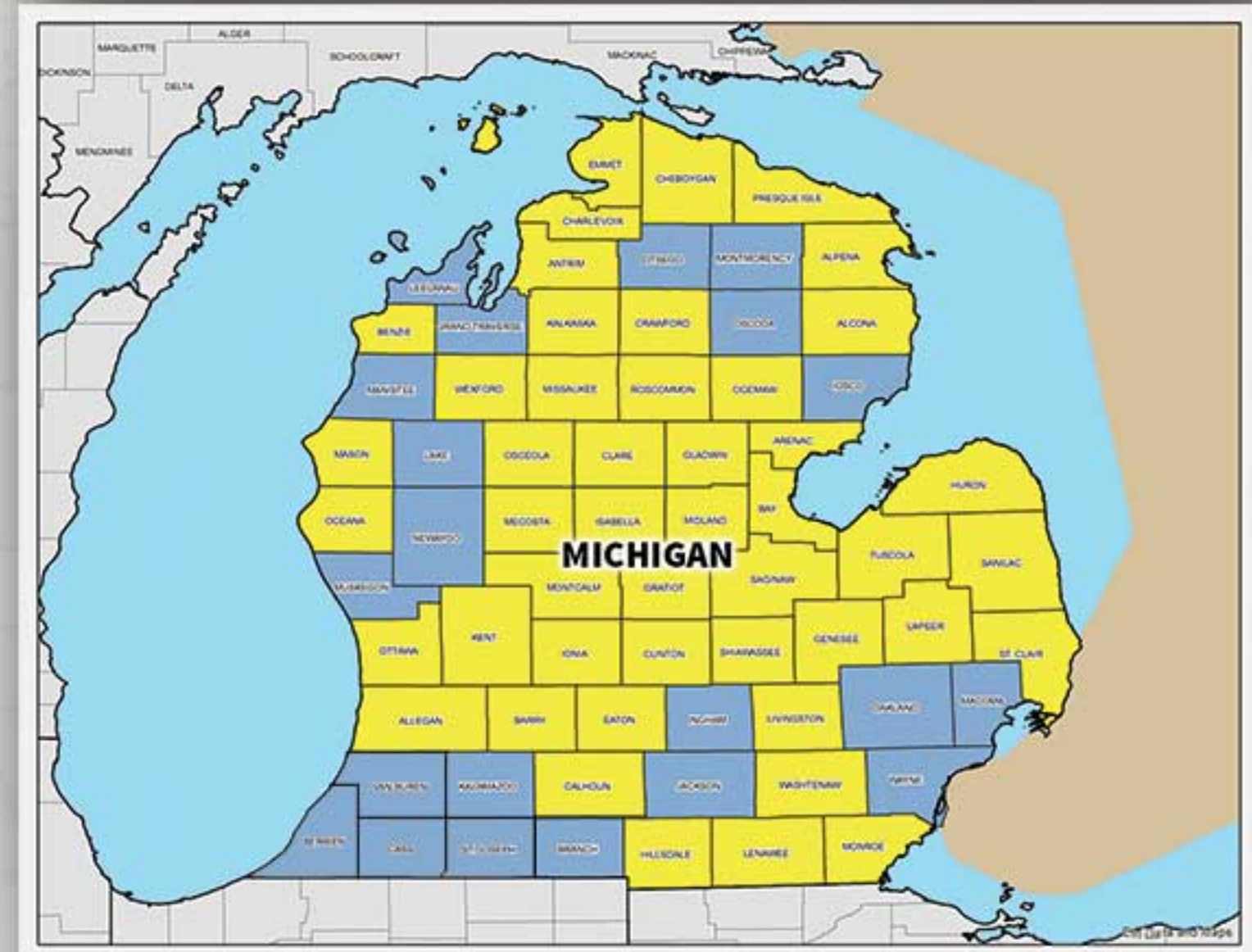
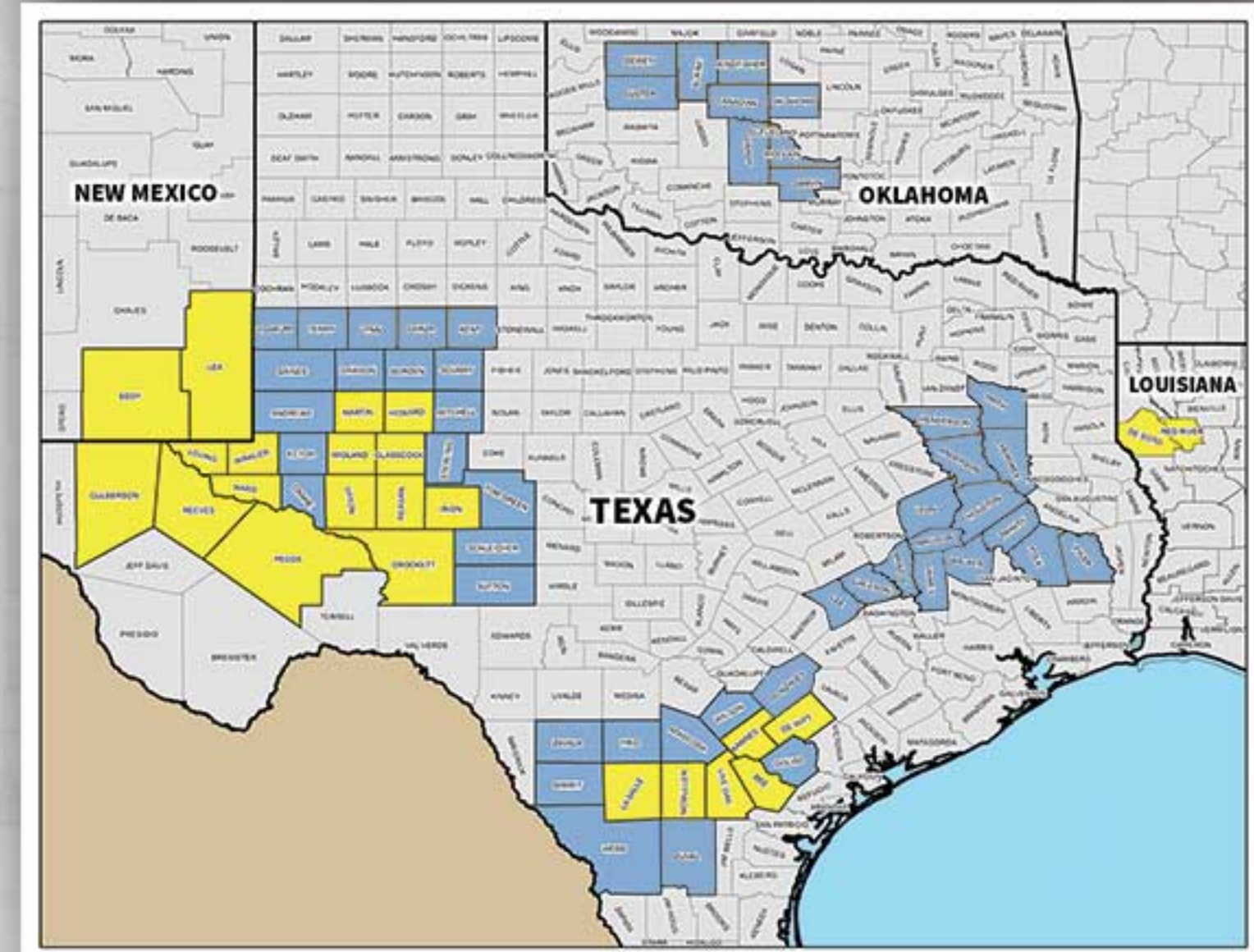
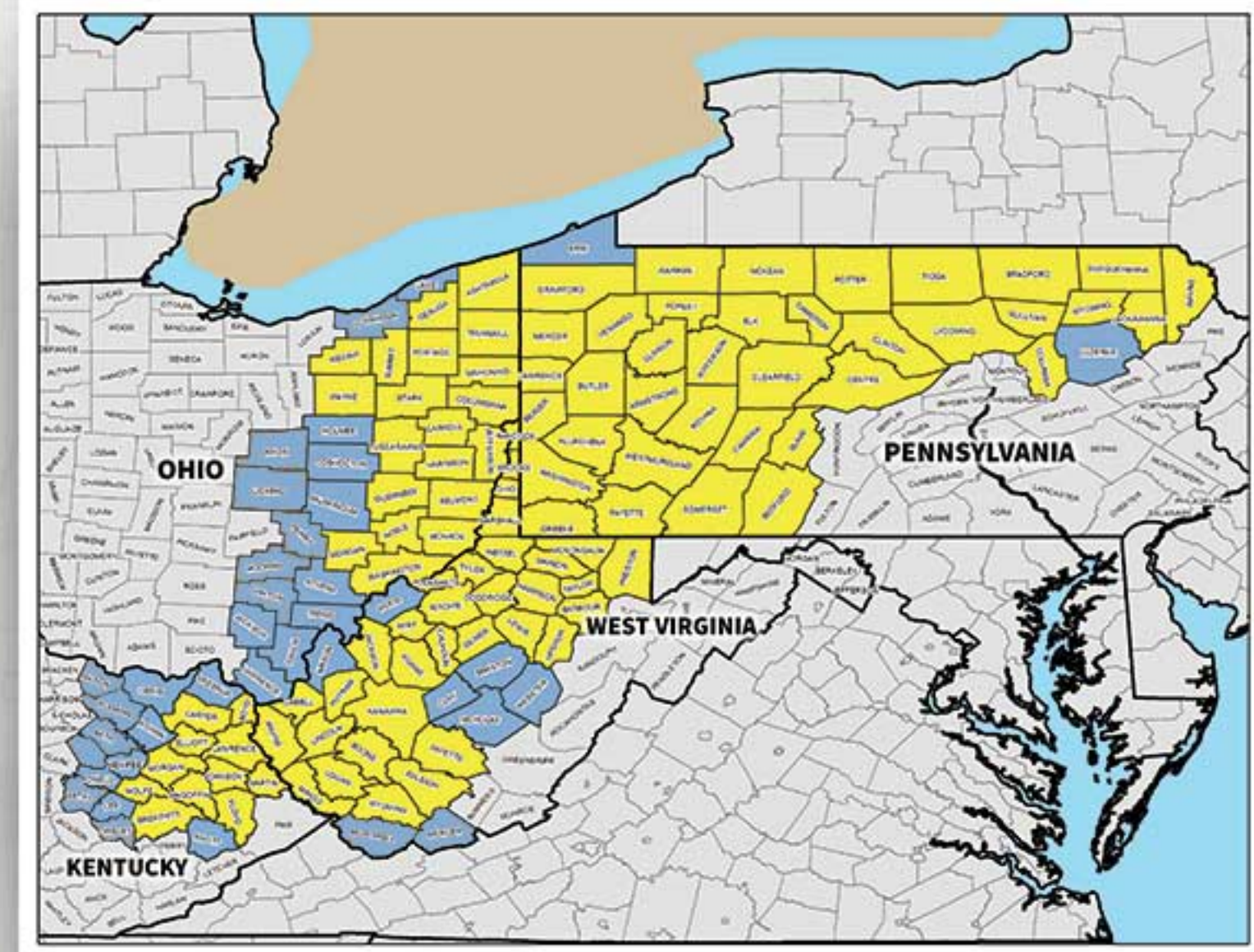
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### MASTER LEASEHOLD DATABASE COMPRISED OF:

- » Over 2,000,000 leasehold records
  - » More than 90,000,000 acres
  - » Over 30,000 unit boundaries
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What does this mean to you? From this database, we can readily produce shapefiles, maps and reports to assist your organization's key stakeholders in making educated, timely decisions related to business development, land management and operations.

» Contact us today for a quote, web demonstration, in-house demonstration, or even a sample dataset for evaluation on your own accord.







# TITLE

## HAVE A PROJECT REQUIRING TITLE EXAMINATION UNDER A TIGHT DEADLINE?

WLS has a depth of Title services, trademarked by quick turnaround and accurate results, but customized to the various needs of each industry, be it Oil & Gas, Renewables, Real Estate, Right-of-Way, and more. Our examiners, many of whom are cross-trained in Abstracting and Due Diligence, are multifaceted and prepared to handle title projects of all sizes. The team is also comprised of licensed attorneys, knowledgeable in oil and gas law, family law, and business law.

- » National workforce to run title wherever your needs arise
- » Surface & mineral searches, tailored to client specifications
- » Searches include taxes, liens, judgments, and encumbrances
- » Customized reports and other deliverables
- » Reduced costs as a result of utilizing technology to maximize search efficiency
- » Comfortable bidding on title work on a per tract basis, with more aggressive cost estimates based on increased volume





# ABSTRACTING

OUR ABSTRACTING DEPARTMENT CAN PERFORM IN-DEPTH RESEARCH BACK TO PATENT, WITH EXTREME DETAIL TO VERIFY THE CHAIN OF TITLE.

Digital abstracts are prepared for quick and convenient access to review every document relevant to the title chain, each being hyperlinked or bookmarked for immediate document retrieval. This allows clients to effortlessly review the information they need, better enables attorneys to write title opinions, and gives curative departments the ability to effectively prep curative documents.

- » Adept with private, State, BLM, BIA, and other regulated lands.
- » Complete title chain flow charts
- » Collaboration with Law Firms & 3rd Party Attorneys
- » Customized deliverables (ie: Deed Plots, Well Packets, Historical Overlays, Units Maps)
- » Reduced costs through online research and in-house collaboration
- » Heirship investigation & integration
- » Local pool of experienced, successful examiners in key operating areas



# BUSINESS PROCESS OUTSOURCING

*Whether your business operates across multiple industries or exclusively in Renewables, Real Estate, Oil & Gas, Right of Way, Government, Utilities, Natural Resources or other specific sectors, WLS offers an assortment of BPO services, including, but not limited to:*



## ACCOUNTING SUPPORT

- » Cost Analysis Reports
- » Payment processing, including 1099 preparation and mailing
- » Expense & revenue tracking
- » Invoice creation & tracking



## COMMUNICATIONS

- » Direct mail campaigns (electronic and physical)
- » High volume call center services
- » Owner Relations



## MARKETING

- » Marketing material design
- » Brochures, flyers, booklets, banners, maps
- » Social Media Management
- » Printing services
- » Writing and editing services





## DATA, FILE & RECORDS MANAGEMENT

- » Data entry, auditing, and conversions using 3rd party software or in-house WLS solutions
- » Custom reporting to monitor acquisition, project status, payments, etc.
- » Provision/conditions tracking
- » Onboarding services for land management platform
  - » File and photo scanning, imaging, storing and disposal



## DOCUMENT GENERATION, PROCESSING & ANALYSIS

- » Form Creation
- » Document preparation, review and recording, including surface / subsurface leases, easements, purchase agreements, assignments, extensions, amendments, releases, division orders, etc.
- » Commitment generation, processing, review and analysis
- » Facilitation to obtain curative documents identified within Title Opinions/Ownership Reports



## OTHER MISCELLANEOUS ADMIN SUPPORT

- » Remote notary
- » Closing facilitations including escrow and title insurance coordination
- » Secretarial support – travel booking, event coordination, calendar management, etc.
- » Website and software testing
  - » Property tax, lien and mortgage checks
  - » Zoning Reports
- » Heirship and genealogy





# DUE DILIGENCE

**OUR DUE DILIGENCE TEAM INCLUDES ATTORNEYS, CERTIFIED CPLS AND RPLS, AND EXPERIENCED LANDMEN CROSS-TRAINED IN LEASE, TITLE, & PRODUCTION REVIEW.**

The WLS DD Team has performed due diligence on over \$20 billion worth of assets. Our highly skilled team works together on every due diligence project to ensure consistent and reliable results. From full mergers spanning several states, to small internal audits, our team can mobilize to meet your needs with maximum efficiency.

- » Confirmation that all payments (bonus, rentals, royalties, and shut-ins) have been accurately tendered
- » Mineral ownership and leasehold validation
- » Tax, lien, judgment and encumbrance checks
- » Examine WI, NRI, ORRI and assignments
- » Identification of defects associated with lease and title
- » Curative requirement identification and fulfillment
- » Review DTO/DOTOs to ensure requirements are met
- » Well and production research
- » Review HBP status and confirm continuous production or shut-in payments
- » Lease provision summarization and obligation review
- » Preparation of exhibits for closing documents





# CURATIVE

## **ARE COMPLEX CURATIVE ISSUES GIVING YOU HEART BURN OR SLOWING YOUR PROJECT DOWN? WE CAN HELP!**

WLS has a department dedicated to curing title defects and mitigating risk at any stage of your project development cycle.

Our highly skilled and experienced curative team has cured thousands of defects in both the fossil fuel and renewable energy sectors. The curative team works directly with our title department. As title is completed, defects are immediately identified and passed to our curative team to cure. This streamlined approach results in time and cost savings to our clients. Whether working with mineral owners to procure surface waivers for solar and wind development, or pursuing mortgage subordinations and affidavits of non-production to fulfill drilling title opinion requirements, we understand risk and how to protect your project from exposure

### **Work with our team to assess property encumbrances and develop a curative action plan:**

- » Accommodation Agreement
- » Surface Waiver
- » Affidavit of Non-Payment
- » Affidavit of Non-Production
- » Affidavit of Identity
- » Borrower's Affidavit
- » Deed Conveyance
- » Estoppel Agreement...and more!





# HEIRSHIP RESEARCH

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## ACCESS TO PREMIER HEIRSHIP TOOLS

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Tasked with locating missing beneficiaries, heirs, trustees, and legatees, our heirship department performs search inquiries and provides legal and supplementary documentation to establish identities of these missing individuals, alive or deceased. Supported by a highly qualified team of genealogical research professionals, nearly a decade of combined heirship experience, and proprietary software designed specifically for such investigations, WLS joins traditional sources of research with new and improved methods for an efficient and superior solution

» **WLS maintains subscriptions to industry-leading people finding platforms**

With WLS, you benefit from industry-leading technology for tracking down vital information. Since WLS services multiple clients, you pay only a fraction of the cost for the same high powered search engines. Whether you are looking for traditional heirship work or just accurate contact information, WLS's Heirship Department generates accurate and efficient results.

**Once missing heirs have been tracked down, let WLS take the next step and get them signed via our Call Center comprised of experienced land agents, cutting down on expenses and travel time to benefit your bottom line.**





# OPERATIONS SUPPORT

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WLS has assisted in the drilling of over 13,000 wells and in the acquisition and construction of thousands of miles of pipeline. Through field and in-house support, our experienced staff is able to accommodate operational needs from site negotiations to damage settlements. We realize our clients have tight deadlines when bringing a drilling or pipeline project on-line, and pride ourselves on timely delivery of these support services to ensure that happens.

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- » Project Management
- » Right-of-Way Negotiations
- » Abstracting and Title
- » Infrastructure Real Estate Acquisition
- » Surface Use Agreement Negotiations
- » Site Release Settlement
- » Damages Settlements & Payments
- » Seismic Operations Support
- » Construction / Reclamation Support
- » Permitting & Regulatory Compliance
- » GPS Data Collection
- » GIS – Mapping



# REGULATORY & PERMITTING

## WLS HAS A PROVEN TRACK RECORD OF SUCCESSFULLY NAVIGATING REGULATORY, COMPLIANCE, AND PERMITTING MEASURES ON BEHALF OF OUR CLIENTS.

- » Tackling split estate laws in multiple states to allow for line of sight well planning in difficult land negotiations
- » Collaboration with the BLM and State Offices for lease acquisitions, parcel nominations and suspensions
- » Well locations across multiple counties and states planned in the Rocky Mountain Region, including BLM Notice of Staking and “on sites”
- » DOT HWY/Interstate crossing permits
- » AFMSS navigation for filing Federal APD’s
- » Liaison between Council Representative and operator
- » Highly reputable profession case testimony throughout drilling and operations
- » Continuous compliance education as to state commission regulations
- » Successful navigation of leasing and right of way acquisition on Tribal and other lands under the jurisdiction of the Bureau of Indian Affairs
- » US Army Corp of Engineer permitting
- » SF-299 and other US Forest Service permitting
- » NEPA and EA project management and review



# SURVEY

A silhouette of a surveyor wearing a hard hat, standing next to a tripod-mounted surveying instrument. The scene is set against a dramatic sky with orange and yellow clouds, suggesting a sunset or sunrise. The word "SURVEY" is written in large, white, bold, sans-serif capital letters across the top left of the image.

**WLS understands the important role land survey has in the successful development of projects, and the efficiencies gained when you have a land service organization who fields a proactive support strategy working in anticipation of and alongside your survey needs. Through a strategic partnership, our project managers work hand in hand with survey crews to discover efficiencies and deliver a best in class survey experience from start to finish.**

- » Residential / Commercial Boundary Survey
- » ALTA Survey
- » Drone Aerial Mapping
- » Subsurface Private Utility Locations / GPR Services
- » Pipeline / Utility Route / Well Site Staking and Pre-Construction Staking
- » Pipeline Mapping
- » Pipeline / Utility As-Built Surveying and Mapping
- » Roadway Surveying, Staking, and As-Built
- » Surveying and Permitting Water Containment Structures
- » Topographic Surveys
- » Subdivisions
- » CAD Drafting



# CORE VALUES



**Integrity**

**Ownership**



**Teamwork**

**Development**



**Relationships**

**Innovation**



**Pursuit of Excellence**



**The Western Way is more than just a motto at Western Land Services. It's a way of life.** It is a promise to commit to every project with enthusiasm and expertise. It is an oath to exceed the expectations of our clients through our approach and results. It is a vow to roll up our sleeves to tackle challenges and actively pursue new opportunities. And, it is what makes WLS best in class.

